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USAID AGRIFUTURO PROJECT QUARTERLY PERFORMANCE MONITORING REPORT

1 OCTOBER 2012 – 31 DECEMBER 2012



January 2013

This publication was produced by USAID AgriFUTURO for review by the United States Agency for International Development.

James Lafleur, January 2013. *Quarterly Performance Monitoring Report*. Bethesda, MD: USAID AgriFUTURO project, Abt Associates Inc.

Contract/Program No.: EDH-I-00-05-00005-00, Task Order No. 10

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ACRONYMS

ACOF	Agricultura e Comercialização de Olinda Fondo
ADRA	Adventist Development and Relief Agency
AgCLIR	Agriculture Enabling Environment- Commercial Legal and Institutional Reform
AGPdM	Agro-Pecuaria de Manica
AICAJU	Associação dos Industriais do Cajú
AMPCM	Associação Moçambicana para Promoção do Cooperativismo Moçambicano
ASC	Agribusiness Service Cluster
ATB	Agriculture Trade and Business
BDS	Business Development Services
BOM	Banco de Oportunidade de Moçambique
CAL	Corredor Agro Lda.
CEPAGRI	Centro de Promoção de Agricultura
CKK	Cooperative Kuguta Kuchanda
CLUSA	Cooperative League of the USA
COP	Chief of Party
COTR	Contracting Officer's Technical Representative
CSO	Civil Society Organization
DCA	Development Credit Authority
DSV	Departamento de Sanidade Vegetal
EAM	Empreendimentos Agrários de Moçambique
EED	Enabling Environment Director
FEDAMOZ	Federação de Alto Molocué
FOSC	Farmer Owned Service Center
FRUTICENTRO	Associação dos Fruticultores do Centro de Moçambique
GoM	Government of the Republic of Mozambique
GIZ	German International Cooperation
HACCP	Hazard Analysis of Critical Control Point
MAP	Molocue Agro-Processamento
M&E	Monitoring and Evaluation
MINAG	Ministério da Agricultura
PPP	Public-Private Partnerships
SANA	Sustainable Agriculture for Associations in Nampula
SATH	Southern Africa Trade Hub
SPEED	Support Program for Economic and Enterprise Development
STTA	Short-term Technical Assistance
SNY	Sementes Nyzara Yapera
TNS	TechnoServe
UEM	Universidade Eduardo Mondlane
USAID	United State Agency for International Development
VCL	Value Chain Leader
WV	World Vision

I. EXECUTIVE SUMMARY

IMPLEMENTATION PERIOD: May 1, 2009 – February 28, 2013 (Three years, ten months)

LIFE OF PROJECT FUNDING: \$19,349,006

I.1 PROJECT OBJECTIVES

The AgriFUTURO Program is a four year program that is working to help generate 26,771 jobs and benefitting 133,500 household families during the LOP (FY10 – FY13). In general, the project aims at strengthening groups of selected agricultural value chains, especially pulses (Pigeon peas, cowpeas, common beans), Fruits and nuts (Bananas, Mangoes and Pineapple and Nuts: cashew nuts) and Oil seeds (Soybeans, Groundnuts and sesame). Using an emerging farmer approach, with smaller units arrayed around a central hub operation in ASCs and FOSCs, the aim is to benefit more smallholder farmers who often lack access to inputs, capital, credit, markets and know-how.

The AgriFUTURO Project's objective is to increase the competitiveness of Mozambique's private agribusiness sector through the development of competitive agricultural value chains. The project includes four major components:

- Improve the Enabling Environment for Agribusiness;
- Expand and Strengthen Agribusiness Development Services;
- Build Linkages to Financing Services for Agribusiness Development; and
- Increase and Strengthen Public-Private Partnerships (PPPs)

I.2 GEOGRAPHIC FOCUS:

Nacala Corridor:

Nampula Province: Angoche, Ilha de Mocambique, Erati, Moma, Mogovolas, Mogincual, Mossuril, Murrupula, Monapo, Meconta, Nacarora, Nacala-Velha, Nacala-porto, Ribaue and Nampula Rapale

Zambezia Province : Alto Molocue, Gurué, Mocuba, Nicoadala, Morrumbala, Ile Pebane, Milange and Namarrói.

Beira Corridor:

Manica: Gondola, Manica, Barué, Sussudenga and Mossourize

Sofala : Gorongoza and Beira

I.3 SIGNIFICANT ACHIEVEMENTS BETWEEN OCTOBER – DECEMBER, FY 2013

SUMMARY OF PERFORMANCE INDICATORS AND EXPLANATION OF VARIANCE

- **Private investment mobilized:**

- Beira Corridor: Through AgriFUTURO, it was possible to mobilize US\$92, 776 which was used to purchase seeds and fertilizers, land preparation and maintenance of agricultural equipment. The major contributor to this indicator is the soybean value chain which accounted for US\$82,486.14 (corresponding to 88% of the total investment in this corridor).

Compared to Target FY13, the private investment made is 7%. The weak contribution is due to lower than expected investments in the chain of fruit and some ACSs as in the case of Vinson G &G.

- Nacala Corridor: AgriFUTURO helped to mobilize investment of US\$507,203 through IKURU to purchase cleaning and packaging equipment for groundnuts in particular. Associations working with the SANA Project invested in metallic silos to store grains and sesame. Gramiter purchased a grading machine for groundnuts while *Caju Iha* invested in cashew tree sprayers. These investments will improve the quality of the products produced and to be exported.

- **New jobs created:**

- Beira Corridor: The jobs created during this period (new) were 229 of which 66 were women. The majority of these jobs were generated by the soybean value chain related to land preparation and sowing.
- Nacala Corridor: The jobs created during this period (new) were 1,054.8 of which 474.7 were women. The majority of these jobs were generated by the cashew value chain. Much of these jobs came from the organizations directly assisted by AICAJÚ, and from the peanut chain at IKURU - that was more for the cleaning process of the export product; Hortfipec in the production of pineapples and by mango and soy chains in land preparation.

- **Exports:**

- Beira Corridor: The largest contributors to exports have been the Mango and Banana producers. However, for this quarter they are currently in the process of harvest, so it is not possible to include the statistics of exports and production. Nor were there exports of other crops.
- Nacala Corridor: The value of exports was \$ 5,058,819, from exports of sesame by CAL to Japan, groundnuts exported by IKURU to England, and some groundnuts exported to Malawi. Cashew nuts exported were facilitated by AICAJÚ to the Indian market.

- **Rural households:**

- Beira Corridor: For this period, in total there were 2,340 new members of which 242 were women. Compared to the last season, there was a 68% increase in the number of member associations represented in the table below (Table I). Currently, the number of members is 4,475 farmers in the three FOSCs. However, there was a reduction in the number of members of the CKK Association from 1,212 members to 877. The transformation of the association into a cooperative focused more on profit, the commitment of its members to the rules of the cooperative, and the problems related to its internal management. These were the main reasons for the reduction. Sixty-one new clubs were integrated out of a total of 154, which were composed of 2,340 members of which 242 were women.

- Nacala Corridor: The total number of new households that benefited from the project's intervention during this quarter reached 3,190 families. New producer families engaged in associations because of the benefits they noted having been brought by the project - new technologies or management practices and access to input providers. In addition to these associations that joined the existing ones, there were new combinations of members (72 new combinations).
- **Value of sales:**
 - Beira Corridor: Nothing to be reported during this period.
 - Nacala Corridor: The value of sales was \$ 408,251, resulting from sales facilitated by Esoko (platform pricing information and liaison with the market under SANA) which resulted in the sale of stocks from producer associations, i.e. for sesame, peanuts (local buyers in Nampula: the CCM group and Mr. Banu), for soybean seed sales by the CAL Seedcom and sales of stocks of soybean from associations in Alto Molocue; the sales from Gramiter of cowpeas and also of Boer beans to local buyers in Nampula. The chain of cashew contributed sales through the sale of raw cashew from the producer associations of AICAJÚ assisted directly by the processing locations.
- **Firms and producer organizations assisted:**
 - Beira Corridor: A total of 61 new clubs were registered in the three FOSCs of Barué, Mossurize and Dombe;
 - Nacala Corridor: For this indicator, the number of companies receiving business development services continues unchanged as of the last quarter. During this quarter, 72 associations producing soybeans, sesame, groundnut and cowpeas received assistance from the project, and more specifically the assistance was given to: 11 associations working with AICAJÚ, 17 working with SANA, 24 working with Prosoja, 17 working with Lozan Farms and three working with World Vision.
- **Value of agricultural and rural loans:**
 - Beira Corridor: The total value of loans was US\$ 22,525 benefitting 131 farmers of which 37 were women from the Culima Cuacanaca, Batane Phaza, and Siwama associations, and ASC of AgroPecuaria de Manica (AGPdM).
 - Nacala Corridor: The loan amount for the period was \$ 300,000 which IKURU contracted from Ruth Capital to buy peanuts and sesame from associations of producers, and \$19,485 mobilized by the associations and forums in the soybean chain in Gurué to process crops and for the acquisition of inputs.
- **New technologies (indicators for # of hectares, # of organizations, and # of farmers):**
 - Beira Corridor: The number of hectares improved by applying new technologies or management practices is 770.3 hectares. 438.8 ha are the areas using improved seeds, 168.5ha is the area that used mechanization, and 163 hectares had the use of inoculants for soybeans. Compared to the planned contribution for this quarter, use / adoption of agricultural management practices was 33%.
 - Nacala Corridor: The total area under improved technologies or management practices is 13,359.5 hectares, with use of improved seed over an area of 9,970.5, 2,491 with mechanized planting, and 898 hectares with the use of inoculants in soybeans and peanuts. These areas result from first season crops while the process of plowing and sowing of crops for a second season was still in progress.

- **Members of cooperatives and producer organizations:**
 - Beira Corridor: This corridor registered an increase of 68% in number of members of associations, where sixty-one new clubs were integrated into associations. However, the number of associations reduced due to many factors e.g. the transformation of the associations into cooperatives; this is also contribution of good agricultural season, coupled with good incomes from sales; access to the market and the price was attractive; new technologies, inputs and management practices
 - Nacala Corridor: In this period, there has been entry of new producers. In Nampula, 32 producers have remained linked to CAL whose contracts have already produced corn and soybeans for this campaign, while in Zambezia, Gurué 12 of the 22 were selected last year to total 44 emerging producers who applied new technologies and management practices (including use of mechanized farming and use of improved seed).

54 is the number of new producer organizations (associations, cooperatives and forums) that have applied new technologies in production in Ribaue and Gurué soy, sesame, groundnuts, beans and fruits (pineapple and mango). This number of organizations were added to the ongoing quarter.

There were two, new companies applying new production technologies or management practices in soybeans in Gurué totalling 11 + 2. These are the companies King of Agro Providers (inputs) and Africa Center (processor).
- **Number of policies, regulations and administrative procedures: No policies at any stage was advanced**
 - **Policy Counting & Targets:** In total, AgriFUTURO is working on four policies in collaboration with CSO, CTA, FRUTISUL and FRUTICENTRO.
 - **The following policies and regulations are in an ongoing process, but during the 1st quarter of FY13 remained at the same stage:**
 - a) **VAT in agriculture:** This is a regulation that aims at reducing a distortion of the economy, and AgriFUTURO is working with SPEED to facilitate the discussion with *Autoridade Tributaria de Moçambique* (ATM) to revise the VAT Law in Agriculture. This quarter, there was no notable advance in the regulations;
 - b) **Remove the ban on exports of bananas to SADC countries:** This is an administrative procedure that aims at increasing exports of bananas within the Southern African region. There were no changes in the regulation during this quarter because it is still pending the regional opening of borders.
 - c) **Regulation of coop law:** This is a regulation that enable conversion of associations into business cooperatives. During this quarter there is nothing to describe because there were no changes to the regulation. The process is still pending approval by the Council of Ministers;
 - d) **Mitigation of fruit fly to support international exports of Mozambican fruits:** This is an Administrative Procedure that aims at analysing the economic impact of the fruit fly in Mozambique. Suspension of the prohibition will result in an increase of exports of bananas to the Southern African region.

2. HIGHLIGHTS FROM OCTOBER – DECEMBER 2012, FY13

2.1 KEY AGRIBUSINESS GRANTS

- Farming equipment:

- OLINOTU: A roll seeder was purchased last quarter and delivered in November, 2012. The cost is depicted in the Table below.
- Grants for construction project:
 - IKURU was awarded a total grant of US\$ 68,255 for the construction of an office and warehouse. The construction is in progress and a total of US\$ 8,490 was disbursed in November, 2012, as part of the second tranche. The remaining amount is US\$ 47,300.
- Agro-processing and seed enterprises:
 - Corredor Agro/Grain Pro: A total of US\$ 10,000 was paid in October, 2012, for the storage unit for grains. The Equipment was delivered at the end of January, 2013.

2.2 ACTIVITIES UNDER ASC APPROACH

BEIRA CORRIDOR:

Due to a lack of access to finance from banks, the ASC's reduced the production areas and did not produce the same crops as previously committed. Additionally, Prio Foods closed its activities. Therefore, the project has five ASCs, including Vinson G & G, Phoenix, SNY, AGPM and Njerenje. Comparing with the last crop season, the number of Emerging farmers declined for reasons related to:

- Due to their poor performance last season, some producers withdrew from the scheme;
- Vinson G & G and Agro-Pecuária de Manica (AGPdm) changed their work plans and started to work with small out-growers instead of emerging farmers;
- The group of ASCs in total cultivated 408.2 ha on which maize was the most important in terms of area (235.2 ha), followed by soybeans (with 153.5 ha), and sesame (with 19.5 ha). See Table 3 below:

TABLE 1. AREA OF PRODUCTION INVOLVING EMERGING FARMERS IN BEIRA CORRIDOR BETWEEN OCTOBER – DECEMBER 2012, FY13

Name of the ASC	EF Sex		Production Area (Hectares)					
	F	M	Maize	Soybeans	Sesame	Groundnuts	Beans	Total
Vinson G&G	0	0	0	0	0	0	0	0
Phoenix	1	6	71.5	70	0	0	15	156.5
Agro-Pecuaria de Manica	2	0	38.5	37.5	0	0	0	76
Sementes NZY	2	10	60.2	0	19.5	0	22	101.7
Siwama	1	8	50	35	0	0	0	85
Njerenje	6	0	15	11	0	0	0	26
	12	24	235.2	153.5	19.5	0	37	445.2

Source: AgriFUTURO, January 2013

NACALA CORRIDOR:

- As result of good performance of ASC in Nampula and Zambézia this year there is an expansion of activities to new areas and groups of farmers in particular smallholders.
- Currently, the project is working with Seven ASCs including : Olinotu, CAL, ACOF, MADAL, CISTER and Lozane Farms. In total 4,007 ha were cultivated by all ASCs and soybean was the most important crop in terms of area (1,324 ha), followed by groundnuts with (1,283 ha), and sesame with (1,097 ha). (see Table 4)

TABLE 2. AREA OF PRODUCTION INVOLVING ASC AND EMERGING FARMERS IN NACALA CORRIDOR BETWEEN OCTOBER – DECEMBER 2012, FY13

Name of the ASC	Sex of producers			Production Area (Hectares)					
	F	M	Total	Soybeans	Sesame	Amendoim	Feijao nhemba	Feijao mantega	Total of hectares
Olinotu	120	133	253		264	682	182		1,128
CAL	2,267	566	2,833	857	833				1,690
CISTER (Rapale)	846	354	1,200			133	50		183
ACOF	250	76	326			200			200
MADAL	651	600	1,251			268			268
CISTER (A. Molocue)	79	18	97					46	46
Lozan Farm (Malema)	83	0	83	50				25	75
Lozan Farm (A Molocue)	456	99	555	417					417
Total	4,752	1,846	6,598	1,324	1,097	1,283	232	71	4,007

Source: AgriFUTURO, January 2013

- Emerging farmers activities within the ASCs:

- Activities with CAL:** CAL provided mechanical land preparation, soybean and oloco bean seeds on a credit basis, market for the output and signed purchasing contracts with the emerging farmers. CAL continued to work with the previous 32 Emerging Farmers and 12 producers from Prosoja Project, in Gurué. In total, the 44 farmers will cultivate 218 ha of soybeans and 214 ha of sesame. Note that this area is already included in the total area for CAL shown in the previous table which also includes producer associations;

Project Impact: There was an increase in total area from 192 ha of sesame to 833 ha; and zero area of soybeans against 857 ha. Compared to last season, the increase in the area cultivated by emerging farmers resulted from the expansion of the cultivated area which was possible because the land preparation was timely done as a result of the availability of tractors and the previous results of production that contributed to the increase in income for the producers.

- Activities with OLINOTU:** This ASC provided services to associated farmers that cultivated 128 ha of various crops. AgriFUTURO linked members of the association with sources of seed: it was possible to provide 150 kg of groundnut seeds to OLINOTU and 250 kg to GRAMITER;
- Activities with MADAL and ADRA:** To produce groundnuts, AgriFUTURO facilitated the link between MADAL and the five unions assisted by ADRA in Maganja da Costa District (Zambezia Province). The five unions have approximately 1,251 members of which 651 are women. The unions agreed to sell 800 tons of groundnuts to MADAL. AgriFUTURO is still working with ADRA to formalize the groundnuts purchasing contracts ;
Activities with ACOF: The project supported the distribution of seeds to 200 farmers and hoes and machetes to 76 producers. In total, 326 producers will work with this ASC and 200 ha of groundnut were cultivated.

2.3 ACTIVITIES UNDER FOSCS APPROACH

BEIRA CORRIDOR:

Under the FOSC approach, the project worked with four FOSCs supporting 2, 340 farmers of which 242 are women. The major services provided by the FOSCs included:

- Land preparation, agronomic technical assistance, seeds distribution, linkages with financial institutions, input providers and market for the production.
- In addition the project supported various training sessions to members of the FOSCs in organizational capacity, association leadership, soybeans production technics, accounting, and information management.

TABLE 3. NUMBER OF FOSC AND FOSC MEMBERS, IN BEIRA CORRIDOR DURING OCTOBER – DECEMBER 2012, FY13

Name of the FOSC	Sex		Total
	M	F	
Barué	1,730	175	1,905
Dombe	40	48	88
PrioFood	0	0	0
KKU	0	0	0
Mossurize	328	19	347
Total	2,098	242	2,340

Source: AgriFUTURO, January 2013

NACALA CORRIDOR:

- Activities under the FOSC approach in this corridor included:
 - The support of eight FOSCs involving 94,357 farmers organized into associations from which there are 72 new associations with 3,190 members of which 727 are women. The new members resulted from our partnership with Prosoja-GATES Project due to entry of the new companies Rei de AGRO and Africa Century, working on soybeans in Gurué District of Zambezia Province. The entry of two new companies enabled the expansion of production areas; increased the number of producer's engaged in soybean production in Gurué district and sesame in Nampula.

The major services provided by the FOSCs included:

- Use of land mechanization, improved seeds and markets for the final product.

TABLE 4. NUMBER OF FOSC AND FOSC MEMBERS, IN NACALA CORRIDOR DURING OCTOBER – DECEMBER 2012, FY13

Name of the FOSC	Sex		Total	# Associacoes
	M	F		
SANA Associacoes	40,760	29,661	70,421	3,018
SANA Coops	243	59	302	17
IKURU	735	556	1,291	53
AICAJU	6,202	2,919	9,121	11
FedaMoz	456	99	555	14
PROSOJA	5,506	2,310	7,816	179
GATES	3,891	854	4,745	140
Nicoadala-WV	82	24	106	3
Total	57,875	3,482	94,357	3,435

Source: AgriFUTURO, January, 2013

2.4 PROGRESS ON INDUSTRY ASSOCIATION AND COOPERATIVE DEVELOPMENT

- FRUTINORTE registration has been turned down by the Provincial Government. The founder members of FRUTINORTE, with assistance of the project, are trying to understand the reasons in order to put together corrective actions to revert the situation. Same situation happened with the establishment of FRUTICENTRO where after several explanation meetings with CEAPGRI in Manica and the Governor's Cabinet, the situation was resolved.
- FRUTICENTRO continued active during the reporting period, conducting thematic technical field days focusing on fruits (bananas, citrus and litchi) with participation of *Sementes Nzara Yapera* farm, co-sponsored by *Banco Terra*. Thru FRUTICENTRO, it was possible to disseminate technical information, including classifieds, using email as a way of communication among members.
- AgriFUTURO sponsored the participation of AICAJU members to the Annual Cashew Conference held in Cotonou, Benin. At the conference, AICAJU presented the experience of Northern Mozambique working on:
 - Working with smallholder groups of cashew producers and associations;
 - Training producers on organization capacity and replating cashew trees.
- AgriFUTURO, in partnership with *Associação Moçambicana para Promoção do Cooperativismo Moçambicano* (AMPCM), continues to disseminate the benefits of the cooperative law thru various workshops in the Provinces of Sofala, Manica, Niassa and Zambezia. The workshops were attended by approximately 654 participants overall.

2.5 BUSINESS PLAN DEVELOPMENT & MOBILIZATION OF FINANCE

- **Business plan support:**
 - In Nacala Corridor, the project supported the design of two business plans for OLINOTU and GRAMITER, but none of the plans were submitted to any bank yet because they are still being revised;
 - The project assessed the interest of bank BOM, Barclay's Bank and Banco Terra to work with us going forward on a lending pattern that would emphasize traders, thus stimulating the demand side for smallholder farmer activities in particular as opposed to the historical emphasis on production financing. BOM, in particular, is keen to work with us in this initiative.
 - The emerging farmers group in this corridor for the 2012/2013 season expect to produce 261.6 tons of soybeans and 107 tons of sesame.

TABLE 5. EMERGING FARMERS' ACTIVITIES, IN NACALA CORRIDOR DURING OCTOBER – DECEMBER 2012, FY13

	<i>Soja</i>	<i>Gergelim</i>	<i>Total</i>
Cultivated area (ha)	218	214	432
Estimated production (tons)	261,600	107,000	
Market	Domestic market	Papanese	
Price agreed in purchased contract (Mts/kg)	16	25	

Source: AgriFUTURO, January 2013

- **Credit and finance support:**

- Enica Banana Farm: Soil and site studies for Enica were performed during December. The results will be evaluated by the Enica and CBL teams in January 2013. We continue to introduce Enica to potential investees, for instance Trigon Capital, who are now interested to look into bananas;
- Essuf Valy Fruit Farm: No further progress to report on;
- Higest, soy beans / poultry expansion: Due to no further follow up from the client's side, we propose to take this potential project off the list;
- Tropical Fruits market research study: We again revised the scope of work for the fruit study at the beginning of December. While the scope of work seems to be accepted, there is now an issue of funding, and we were requested to put the project on hold until March, 2013. This is, of course, a blow, especially as there was momentum from Corvus and Matanuska to look into the comparative production costs. We will start working again on this project once funding is available;
- As per the agreement between TechnoServe and Agrifuturo, Jane Grob/TNS only worked on Agrifuturo related work until 8 December and will only recommence once further funding is secured (which as of the end of March, 2013, is now the case).

2.6 PROGRESS ACHIEVED WITH AICAJU

Aicaju has been working in partnership with AgriFUTURO since the beginning the project with the aim to integrate the producers and processors. The activities with AICAJU resulted in:

- US\$ 203,086 of investments were leveraged from the cashew processing companies (Condor-Nuts, Condor- Cajú, Olam Ltd, Caju Ilha, Indo Africa, Korosho, IPCCM, ADPP, MAP, Oziva-Caju, and Atija-Nuts and Anacardia);
- The cashew sector, generated approximately 735 new jobs of which 363 are women's in activities related to processing and marketing of cashew nuts;
- US\$ 279,000 resulted from sales of 674 tons of cashew from producer associations;
- US\$ 4, 011,206 resulted from exports of 495 tons of kernel to the international market ;
- The sector attracted 11 new producer organizations, involving 9,121 farmers;

2.7 PROGRESS ON AFLATOXIN

- Following is the timeline of the results of the partnership with UNILURIO to control aflatoxin in groundnuts and other food products:
 - 2009 - Establishment of partnership agreements;
 - 2010 - Work on the construction of an analytical laboratory;
 - 2011 - Development of the proposed grants for the construction of the laboratory;
 - 2012 – Laying of the first stone for the construction of biomolecular laboratory ;
 - 2012 - Monitoring the construction process and disbursement of grants.
- The UNILURIO campus in Nampula, where the aflatoxin laboratory is being built, was inaugurated by President Guebuza and Rector Jorge Ferrão, who made remarks on AgriFUTURO's role.

2.8 PROGRESS ON INVASIVE FRUIT FLY

- AgriFUTURO continues to support various activities undertaken by the Plant Pathology Department (DNSV) of the Ministry of Agriculture, specifically:
 - Dissemination and raising awareness of technical recommendations for farm pest control;
 - Work plan development with the CTA to address the following issues:
 - a) Create a committee within CTA that integrates smallholders;
 - b) Prioritize policy issues and incorporate them into the CTA reform agenda for discussion with Government;
 - c) Continue to assist the fruit associations in implementing their proposed strategies;
 - d) Support CTA and Ministry of Agriculture initiatives at quarterly meetings.
- The authorization letter enabling the domestic circulation of green bananas within the country has been submitted by the DNSA-DSV to the Minister of Agriculture for signature;
- AgriFUTURO, in partnership with Manica Provincial Department of Agriculture, visited 39 fruit fly traps in Gondola, Manica and Sussundenga Districts.

2.9 ACTIVITIES AND PROGRESS ON DOMESTIC FRUIT

- Two demo-plots were established, one in Mutonga in Nicoadala and another in Malei in Namacurra, both in Zambezia Province.
- AgriFUTURO partnered with World Vision to help farmers reduce the quantities of pineapple rot. As a result, 55 members from APRONAZ, APROFRUTA and NANTUTO were trained on registration of sold quantities and best timing for harvesting pineapple.
- Sales of pineapple generated approximately US\$ 60,380, from which US\$ 24,078 were paid to individual producers.

TABLE 6. RESULTS OF SALES OF PINEAPPLE IN NACALA CORRIDOR DURING OCTOBER – DECEMBER 2012, FY13

	<i>Thru associations</i>	<i>the Individual producers</i>	<i>Total</i>
Quantity sold (per unit)	42,110	27,931	
Price per unit (in Mts)	25 Mts	25 Mts	
Total paid in Mts	1,052,750	698,275	
Total received in US\$ (@ 29 Mts/US\$	US\$36,302	US\$24,078	US\$60,380

Source: AgriFUTURO, January 2013

2.10 ASSISTANCE TO POTENTIAL INVESTORS

- Link of Arpan Mather and Chandar Singh, young and new, Indian, agribusiness investors in the Nacala Corridor with Corridor Agro. This is a multi-crop investment involving soybeans, sesame, etc. but it is still early to say exactly how much they will plant except that it will likely be at least several hundreds of hectares

3. VALUE CHAIN HIGHLIGHTS – 1ST QUARTER (OCTOBER – DECEMBER)

The period of October and December was characterized by the beginning of the agricultural season and, in some cases, there were no sales. Therefore, specific indicators, such as “sales”, are zeros. Following is the description of highlights by value chain and by corridor.

3.1 SOYBEANS VALUE CHAIN

Beira Corridor:

- The soybean value chain was characterized by: (i) land preparation on time, (ii) access to seeds, fertilizers (for Demoplots) and inoculants and (iii), sowing on time.
- A total of eight demonstration plots were established, three in Mossurize and five in Barué. These demo-plots were established in partnership with TNS which provided seeds, fertilizer and inoculants in order to compare the yields and improved various practices and the use of different soybean varieties.
- Thru the AgriFUTURO/ TNS/CLUSA partnership, it was possible to deliver 23.2 tons of soybean seeds, 93 kg of inoculants and 200 kg of fertilizer to be use on demoplots.
- Additionally, 25 tons of soybean seed were distributed to producers in Barué district sourced by the bank of seed created by the associations.
- For this agricultural season, thru the bank BOM, it was possible to leverage a total of US\$ 10,310 (299,000.00 MT) in credit base that benefited 99 farmers of which 28 are women within Barué and AGPdM ASCs.
- Regarding the number of households, compared to last year there was an increase in the number which resulted from good yields achieved by farmers in marketing. In total, 1,905 new families were assisted, totaling 2, 794 producers of which 307 are women.

Nacala Corridor:

- In partnership with Lozan Farm, IIAM and ITTA, 50 hectares were cultivated and used as demonstration plot in Malema District, in this field is expected to significant differences because of use of best practices. This year many soybean producers working with Lozan Farm will learn and benefit.
- In partnership with Corridor Agro Ltd (CAL) , 442 producers were identified organized in 32 associations in Ribaue District (Nampula Province) and contracts for production were signed, and 301 ha were prepared (see the table 7).

TABLE 7. AREA OF SOYBEAN CULTIVATED IN PARTNERSHIP WITH CAL IN RIBAUE, NACALA CORRIDOR DURING OCTOBER – DECEMBER 2012, FY13

District	Number of associations	Number of Producers			Quantity of seeds (???)	Area planted (ha)	Estimated Yields/ (Kg/Ha)	Estimated Production (in kg)
		Male	Female	Total				
Riabue	32	417	25	442	6,035	301.75	1,200	362.100

Source: AgriFUTURO, January 2013

3.2 GROUNDNUTS VALUE CHAIN

Beira Corridor: Nothing to report.

Nacala Corridor:

- This crop is being promoted in partnership with the SANA Project and Olinuto. Between October and December, 9,084 ha were prepared in Northern and Southern districts of Nampula. The main sources of seeds were IKURU, PANNAR and other part was kept by the producers as seed. The total number of associations involved is 721 and the plan is to produce 6,359 tons of groundnuts.

3.3 SESAME VALUE CHAIN

Beira Corridor: During this quarter, producer started with acquisition of seeds on a credit basis as well as celebration of purchase contracts for the final product.

Nacala Beira Corridor:

- Sesame is being produced by the associations organized under the FOSC -SANA and some other associations organized under the ASC's Olinuto in Moma and CAL in Monapo. In total smallholder farmers cultivated 4,265 hectares involving 17,081 farmers organized into 622 associations.
- Four emerging farmers from Monapo under contract with CAL cultivated 20 ha being five ha for each.

3.4 BEANS VALUE CHAIN

Beira Corridor: Nothing to report

Nacala Corridor:

- The most import types of beans cultivated are cowpea beans and pigeon peas. These beans are being cultivated by producers under the FOSC- SANA, located in North and South region of Nampula Province, and associations organized under the company OLINOTU and CISTER. For producers who have direct assistance from CISTER, benefited from seed to cultivation of 1,360 ha. of cowpea, with the guarantee of the market. Additional 35 ha was established as a demonstration plots.

3.5 FRUITS AND NUTS: BANANA, MANGO, PINEAPPLE AND CASHEW NUTS HIGHLIGHTS

Nacala Corridor: Cashew value chain involved associations that received most of its assistance form AICAJU in partnership with AgriFUTURO. During this period farmers planted new seedlings and processed cashew nuts. Another important activity included awareness raise to the members of associations to become cooperatives to develop their business legally. As a result, the project supported the design of business plans for 11 associations to process and sale of cashew nuts

Institutional/organizational development:

BEIRA CORRIDOR:

- Banana: nothing to report as the banana producers are currently in the process of harvesting.
- Mango:

- The production area belonging to Lucite Ventures was burned, causing a total loss of 90% of the 12 ha planted, and compromising the production plans;

Pinto Agro Pecuária pruned all mango trees over the nearly 30 ha of mango planted. Pinto claims lack of markets for exports. This concern was presented to the Manga group which needs more support to eradicate fruit fly in irrigation areas, and for packaging and processing / export of fresh mango and drying of fruit. The group has formed a joint venture proposal for investment in a small, fruit drying operation. A business plan for this venture is in the process of being formulated.

Institutional/organizational development:

NACALA CORRIDOR

Cashew

Aicaju has been working in partnership with AgriFUTURO since the beginning with the aim to integrate the producers and processors. The activities with AICAJU resulted in:

- US\$ 203,086 of investments were leveraged from the cashew processing companies (Condor-Nuts, Condor- Cajú, Olam Ltd, Caju Ilha, Indo Africa, Korosho, IPCCM, ADPP, MAP, Oziva-Caju, and Atija-Nuts and Anacardia);
- The cashew sector generated approximately 735 new jobs of which 363 are women in activities related to processing and marketing of cashew nuts;
- US\$ 279,000 resulted from sales of 674 tons of cashew from producer associations;
- US\$ 4, 011,206 resulted from exports of 495 tons of kernel to international markets ;
- The sector attracted 11 new more producer organizations, involving 9,121 farmers.
- On Sunshine Nuts Project:
 - Local radio project is still pending approval
 - Regular visits have been paid to the Sunshine Nuts plant – completing the food safety manual and documents
 - The equipment for the processing plant arrived in the last week of December and will start to operate in January, 2013.

3.6 ENABLING ENVIRONMENT (COMPONENT I) HIGHLIGHTS

DEVELOP A NATIONAL COMPETITIVENESS STRATEGY

- In efforts to consolidate the policy work for better impact on policies, and the national agriculture strategy, AgriFUTURO conducted separate discussions with CTA and SPEED to identify collaboration opportunities.
- Met with CTA on November 5, 2012, to establish a collaboration platform. Present at the meeting were Eduardo Macuacua, Deputy Executive Director, Antonio Gomes, Vice-President of the Agriculture Portfolio at CTA, Jim LaFleur, COP AgriFUTURO and Carlos Moamba, EE Director AgriFUTURO.
- Membership of the fruit associations established under support of the project, CTA welcomed the idea and AgriFUTURO will work with the associations to materialize the proposed strategy.
- Agreed that AgriFUTURO would work with smallholder groups and set up in groups/committees which would facilitate membership of smallholders of umbrella associations to be registered and represented at CTA. CTA agreed and the only conditions are that these associations must be registered and have by- laws. The model will be implemented during the

project extension period.

- AgriFUTURO and CTA proposed to work together to address policy issues listed by the project to be incorporated into the CTA reform agenda for discussion with Government.
- AgriFUTURO and CTA, Agriculture Division, agreed to undertake joint visits to the field to touch ground with these associations and to discuss the above concept.
- AgriFUTURO to support the CTA/Ministry of Agriculture at quarterly meetings set by the Minister of Agriculture. CTA is proposing the first of these meetings to take place in Manica.
- Met with SPEED on November 8, 2012, to consolidate the policy issues that each program is working with and discuss collaboration. Present at the meeting, Brigit Helms, COP SPEED Program, Tomas Manhican, SPEED Program Agriculture Officer, Jim LaFleur, COP AgriFUTURO Program and Carlos Moamba, EE Director AgriFUTURO Program. We shared our agenda on policy issues and discussed some ongoing actions from each side. We have concluded agreeing to meet frequently, at least every 6 weeks, to discuss plans and the progress of actions taken by each program.

DEVELOP A NATIONAL COMPETITIVENESS REFORM AGENDA

- The final report of the Logistics Review of the Beira and Nacala Corridors has been delivered by SATH and sent to the major stakeholders for final comments. So far we are still waiting for the comments to allow the project to coordinate actions towards the implementation of the recommendations.
- A consultant has been subcontracted to implement the recommendations of the report related to Corridor user organizations and dissemination of information on procedures.
- Fruit fly activities:
 - Surveillance and monitoring activities continue.
 - Following the continued work of fruit fly monitoring and surveillance and lab study on banana susceptibility to fruit fly infestation, the Ministry of Agriculture, Department of Plant Protection, declared open the domestic circulation of bananas and mangos under certain conditions. Two mango producers, in areas with very low prevalence in Manica, have been issued authorizations to sell their mangos in domestic markets in the southern part of the country.
 - The final report on the review of the socio-economic impact of the fruit fly in Mozambique has been received from the subcontractor, University Eduardo Mondlane, and the Ministry of Agriculture is awaiting the fruit fly funds to convene a workshop to discuss it with high level Government institutions. The report will be sent to the different government institutions to read and be acquainted with the fruit fly impact on the Mozambican economy and specifically in agriculture.
 - A fruit fly project has been designed for follow up activities recommended in different fruit fly group meetings, papers and also resulting from the fruit work conducted over past years, with assistance of the USDA Southern Africa. Funding has been secured from USDA and allocated through the USAID channel to the project. Activities related to recommendations of follow up actions pertaining to fruit fly will be initiated in March, 2013 after the signature of the contract extension.
- Aflatoxin:
 - Since the inception of the AgriFUTURO program, it has been a catalyst in the efforts of UNILURIO to put together a plan for an investment of \$750,000 for the construction of the new lab in Nampula. The program was a key player in coordinating the interests of different donors and the government of Mozambique (including AgriFUTURO, Government of

Mozambique, through a fund from the Finish Government and WFP to support this initiative). During 2012, the total required budget was secured and AgriFUTURO participated with a grant of \$100,000. It is anticipated that the lab will be handed over by the construction company in February, 2013.

- Received a visit of Dr. Karelyn Cruz from USAID Washington, Bureau of Food Security (BFS), Country, Strategy and Implementation Office (CSI). Among the activities in the field, she visited IKURU and UNILURIO to learn about the project portfolio: At UNILURIO, she visited the seed testing laboratory (not yet certified) as well as the new infrastructure for the bio-molecular and food safety laboratories. The lab is partially funded by AgriFUTURO (see above).
- AgriFUTURO supported a Southern Africa Trade Hub workshop on aflatoxin in peanuts: AgriFUTURO helped to organize the October 30th event in Nampula. The workshop provided an in-depth analysis on aflatoxin contamination and various solutions for mitigating the problem, from production to post-harvest. Despite of the efforts being done by different partners, the real situation of aflatoxin in Mozambique is still not well understood or consolidated (where each player would work taking in account a country consolidated action plan for aflatoxin). Apart from the projects in place with UNILURIO and IITA, the next steps advanced include an exhaustive aflatoxin situation analysis for Mozambique to draw recommendations for an aflatoxin, country action plan.

4. PROJECT PERFORMANCE INDICATORS

TABLE 7. OCTOBER – DECEMBER, FY2013 SUMMARY OF AGRIFUTURO PERFORMANCE INDICATORS ACTUAL COMPARED TO TARGETS

Performance Indicator		October–December (FY 2013):		% achieved. against target
		Target	Actual	
Private Investment Mobilized		20,051,000	599,980	3%
New jobs Created		29,743	17,397	58%
Value of Targeted Exports	International	45,111,000	5,036,406	11%
	Regional	2,540,000	22,413	1%
Rural Households Benefitted		135,457	72,770	54%
Value of Incremental Sales		25,294,053	408,251.49	1.6%
Firms and Producer Organizations Assisted		4,790	2,734	57%
Value of Agricultural and Rural Loans		3,239,616	450,500	14%
Number of PPPs Established		4	1	
# of Hectares under Improved Technologies or Management Practices		50,800	32,480	64%
# of Private Enterprises or Producer Organizations Applying New Technologies		4,770	3,043	64%
# of Farmers and Others Who Have Applied New Technologies/Management Practices		125,006	49,365	39%
Members of Legalized Cooperatives and Farmer Associations		33,000	5,000	16%
# of Policies, Regulations, Administrative Procedures	Analyzed	4	0	
	Consultations	2	0	
	Proposed	2	0	
	Approved	2	0	
	Implemented	4	0	

Source: AgriFUTURO, January 2013.

5. MAJOR IMPLEMENTATION ISSUES AND LESSON LEARNED

5.1 MAJOR IMPLEMENTATION ISSUES

- This is a quiet time for the project. Many counterpart organizations are still in a “go slow” mode commonly associated with January. Also, we are trying to nurse \$\$s, so are not pushing hard in the field although we are working with farmers and farmer groups who are still planting or organizing the last of their planting for this year.
- During a visit in December, 2012, AgriFUTURO was informed that the KCU in Beira Corridor was no longer performing its activities due to internal problems related to mismanagement of funds and equipment. The Directorate of APAC announced this to the AgriFUTURO team in Beira Corridor in writing and requested to withdraw the equipment delivered to KCU. AgriFUTURO is evaluating the best destination for the equipment while the directorate of APAC makes its decisions.

5.2 LESSON LEARNED

Nothing to report at this time.

6. COLLABORATION WITH OTHER DONOR PROJECTS

There are plans for extensive collaboration with a number of other programs: - GAIN (nutrition and business strengthening in the ag. sector; “growing markets” to identify possible or improved market access; iDE, to work on applied technology in a number of ways but especially smallholder irrigation; SNV – the Dutch – on collaboration and coordination in several things; etc.

7. KEY ACTIVITIES PLANNED FOR NEXT QUARTER:

- Field implementation of the operating plan described in the formal ‘work plan’ and also discussed with USAID operational personnel subsequently;
- Particular emphasis will be placed on the rollout of the cooperation between BOM and AgriFUTURO to locate ‘trader’ candidates for the buying season loans discussed with BOM and targeted to put more liquidity into the market;
- Also, effort will go into formalizing the ‘gross margin analysis’ asked of the field team;
- There will be a push to implement the pilot projects in cashew planting directly from seed;
- There will be renewed emphasis on trying to promote additional start-ups in the planting of bananas, or the strengthening of existing banana operations.

8. ADMINISTRATIVE UPDATE:

- Recruitment of STTAs:
 - (1) Sérgio Malo - GIS Specialist – cancelled request of approval by AgriFUTURO;
 - (2) Sérgio Quiroz – Value Chain (intern) – consultancy terminated on December 31, 2012. Received final report;
- Recruitment LTTAs:
 - Sheila Comé was selected candidate for M&E position with Abt Associates. Request for approval was submitted to USAID on October 2 and approved on October 17;
 - Subcontract Staff: Julio Costa resigned as Nacala Corridor Coordinator
 - Request for approval of Sergio Ye as Beira Corridor Coordinator was submitted to USAID on October 16 and approved on October 23;
 - On September 10, 2012 the CO granted approval for the project request submitted on August 15, 2012 for the new COP, Jim LaFleur. The COP started on October 1, 2012;

- List of requests to USAID, pending approval:
 - Voluntary Separate Maintenance for USAID AgriFUTURO LTTA James LaFleur requested on the October 05 is still pending
 - International travel for LTTAs Rodrigo Carvajal and Gordon Straub to travel to Mozambique for the period of October 11 – 26 was approved October 02 for Rodrigo Carvajal and denied for Gordon Straub.
- Finance/Operations: AgriFUTURO's team worked on the Proposal and Budget for the Project's extension through January, 2014.

9. COMMUNICATIONS DURING OCTOBER – DECEMBER, FY 2013

Activities related to cashew project:

- British TV series "Unwrapped" presented a film on cashew production
- Coordinating with the British TV series Food Unwrapped Producer/Director – Ricochet, James Christie-Miller, farm filming cashew nut production.
- Organize scenarios to be filmed: Scenarios created, actors selected and relative activities in Mueravale, Itoculo- ADPP, Condor factory-Anchilo
- Filming was undertaken in Mueravale, Itoculo, Condor factory, Road nut sellers, and Resta market food.

10. FINANCIAL INFORMATION AGRIFUTURO

TABLE 8. FY2012 SUMMARY OF AGRIFUTURO BUDGET – 10/1/2012 THROUGH 12/31/2012 (IN U.S. DOLLARS)

		Total Budget (Based on Modification #4)	Prior Cost (since beginning of the project)	Current Cost (October- December)	Cumulative Cost	Total Budget Remaining
1	Labor	\$2,819,460.00	\$2,254,985.40	\$207,219.32	\$2,462,204.72	\$357,255.28
2	Fringe Benefits	\$1,184,172.00	\$947,093.69	\$87,032.12	\$1,034,125.81	\$150,046.19
3	Overhead	\$1,713,468.00	\$811,900.21	\$74,240.76	\$886,140.97	\$827,327.03
4	Consultants	\$886,501.00	\$739,685.73	\$34,289.98	\$773,975.71	\$112,525.29
5	Travel and per Diem	\$754,496.00	\$732,723.76	\$48,856.78	\$781,580.54	(\$27,084.54)
6	Allowances	\$6,578,671.00	\$430,556.42	\$40,011.43	\$470,567.85	\$6,108,103.15
7	Participant Training	\$718,664.00	-	#VALUE!	-	
8	Equipment	\$890,162.00	\$745,827.96	\$12,791.11	\$758,619.07	\$131,542.93
9	Subcontracts & Contracts	\$516,138.00	\$4,714,125.08	\$1,172,258.95	\$5,886,384.03	(\$5,370,246.03)
10	Other Direct Costs	\$33,182.00	\$2,015,294.74	\$241,351.75	\$2,256,646.49	(\$2,223,464.49)
11	Other Indirect Costs	\$2,073,168.00	\$1,645,630.82	\$151,548.79	\$1,797,179.61	\$275,988.39
12	Total Estimated Costs (Exclusive of fee)	\$18,168,082.00	\$15,037,823.81	\$2,069,600.99	\$17,107,424.80	\$1,060,657.20
13	Fixed Fee @ 6.5%	\$1,180,925.00	\$977,485.55	\$134,497.04	\$1,111,982.59	\$68,942.41
	BURDENED SALARY CAP EXCESS	-	(\$2,037.88)	(\$1,990.70)	(\$4,028.58)	\$4,028.58
	Total Estimated Costs & Fee	\$19,349,007.00	\$16,013,244.48	\$2,202,134.33	\$18,215,378.81	\$1,133,628.19

Source: AgriFUTURO, January 2013.

ANNEX A: PERFORMANCE INDICATORS (EXCEL FILE)

TABLE 9. OCTOBER – DECEMBER 2012 (FY13) PERFORMANCE INDICATOR TABLE

		FY 2013			
INDICATORS DISAGGREGATION	AND	Oct-Dec	Targets FY2013	% Target to Date	FY 13 Explanation
Private Investment Mobilized (US\$)					
New		\$599,980	\$20,051,000	3%	The Target of private investment mobilized was not achieved on the 1 st quarter of FY13. This value reflects only investments on purchase of cleaning and packaging equipment done by IKURU. This equipment will improve the quality of the exported products particularly groundnuts, sesame and cashew. However the project shall revise its approaches and strategies to meet the 97% of the indicator on the remaining quarters.
New Jobs Created					
Total		17,397	29,743	58%	The major contributor for the number of new jobs created in the 1 st quarter of FY13,are soybean (Beira Corridor), cashew and groundnuts (Nacala Corridor). The MOU signed with AICAJU resulted in an increment in the number of jobs generated, because AICAJU is working with small processing companies that provide permanent jobs.
Male & Female New		1,284	2,418	53%	
Male & Female Contin.		16,113	27,325	59%	
		13,028	20,137	65%	
New		743	1,851	40%	
Continuing		12,285	18,286	67%	
Female		4,369	96,606	5%	
New			567	95%	

	FY 2013				
INDICATORS DISAGGREGATION	AND	Oct-Dec	Targets FY2013	% Target to Date	FY 13 Explanation
		541			
Continuing		3,828	9,039	42%	
Value of targeted exports (US\$)					
International Exports					
Soybean		\$0	\$0	\$0	No soybean was exported. All soybeans are being consumed by the domestic market, particularly by the poultry industry.
Sesame		\$700,200	\$5,278,000	13%	Exports of sesame only happened in Nacala corridor. The major contributor is Corredor Agro (CAL) that exported to Japan.
Groundnut		\$325,000	\$742,950	44%	Exports of groundnuts only happened in Nacala Corridor. The main exporter was IKURU and the main market was England. The target was achieved in 44% and until the end of the quarter the target will be achieved.
Banana		\$0	\$30,319,703	0%	For this quarter the Banana Producers are currently in the process of harvesting. Banana exports took place in the 2nd quarter of FY13. (this is not true)
Mango		\$0	\$89,692	0%	There weren't international exports of mangoes this quarter.
Pigeon peas		\$0	\$90,675	0%	nothing to be reported
Cow peas		\$0	\$0		nothing to be reported
Butter Beans		\$0	\$72,540	0%	nothing to be reported
Cashews		\$4,011,206	\$8,517,883	47%	The target of cashew was achieved in 47%, and the major exporters are: IKURU, AICAJU, Condor Nuts and MAP.
TOTAL		\$5,036,406	\$45,111,000	11%	
Regional Exports					
Soy Bean		\$0	\$0	#DIV/0!	All soybeans are being consumed by the domestic market, particularly by the poultry industry.
Sesame		\$0	\$150,000	0%	Exports of sesame happened outside southern Africa Region
Groundnut		\$22,413	\$1,224,920	2%	Exports to
Banana		\$0	\$500,000	0%	No exports reported

	FY 2013				
INDICATORS DISAGGREGATION	AND	Oct-Dec	Targets FY2013	% Target to Date	FY 13 Explanation
Mango		\$0	\$296,768	0%	No exports reported
Pigeon peas		\$0	\$204,750	0%	No exports reported
Cow Peas		\$0	\$0	#DIV/0!	No exports reported
Butter Beans		\$0	\$163,800	0%	No exports reported
Cashews		\$0	\$0		No exports reported
TOTAL		\$22,413	\$2,540,000	1%	
Volume of targeted exports (in Tons)					
International Exports					
Soybean		0	0		The soya beans produced in Mozambique are consumed domestically
Sesame		318	4,590	7%	The target on volume of international exports of sesame is still far.
Groundnut		200	413	48%	The target on volume of groundnuts was achieved in 48%.
Banana		0	71,365	0%	No exports reported
Mango		0	104	0%	
Pigeon peas		0	91	0%	Nothing to be reported
Cow peas		0	0	No target	
Butter Beans		0	54	0%	Nothing to be reported
Cashews		495	851	58%	volume the cashew achieved 58% of the target
Regional Exports					
Soybean		0	0		
Sesame		0	150	0%	The process of seeds acquisition in a credit basis has been initiated. Production contracts to sell seeds were also establishment, thefore we believe that the target will be achieved.
Groundnut		10	941	1%	Groundnuts volume was low this 1s quarter of FY13
Banana		0	370	No	

		FY 2013			
INDICATORS DISAGGREGATION	AND	Oct-Dec	Targets FY2013	% Target to Date	FY 13 Explanation
				target	
Mango		0	330	0%	Mango volumes of regional market did not meet the target.
Pigeon peas		0	205		
Cow peas		0	0		
butter Beans		0	121		
Cashews		0	0	.	
# of rural HH benefitting directly from USG interventions					
Total RRHHs benefited (FY 2010-2013)		72,770	135,457	54%	
Male & Female New		4,426	3,131	141%	
Male & Female Contin.		68,344	132,326	52%	
Male Total		44,934	66,306	68%	
New		3,345	2,346	143%	
Continuing		41,589	63,960	65%	
Female Total		27,836	69,151	40%	
New		1,081	785	138%	
Continuing		26,755	68,366	39%	
Value of sales (collected at farm level) (US\$)					
Soybean		\$92,530	\$8,825,926	1%	Target on value of sales is far to be achieved, the major contribution come from CAL, SeedCo, and from associations in Alto Molocue.
Sesame		\$8,300	\$2,925,083	0.284%	Only Nacala Corridor contributed for target. In Beira Corridor the producers started with the establishment sell production contract.
Groundnut		\$15,367	\$2,343,044	1%	This season was not good for Groundnuts. The groundnuts sold were mainly from producers' association. The sales were possible due to the intensive work from Esoko that disseminated price information.

		FY 2013			FY 13 Explanation
INDICATORS DISAGGREGATION	AND	Oct-Dec	Targets FY2013	% Target to Date	
Cashew		\$285,483	\$10,043,000	3%	The target on cashew value of sales was not achieved still far. The major source was producer associations working with AICAJU.
Mango		0	\$52,500	0%	
Pineapple dom.		\$6,034	\$0		No target was set for sales of pineapples in the domestic market.
Banana		\$0	\$156,000	0%	Consider that this quarter is characterized by the start of agricultural season; there were no sales for Bananas and others Producers whom still have Banana on fields. They are starting the harvesting.
Pigeon Peas		\$248.27	\$255,250	0.10%	Pigeon pea exports were 10% the target but sales by smallholders did not meet target
Cow peas		\$289.65	\$437,450	0.07%	Cowpeas values of sales are low during this quarter. The main contribution comes from Gramiter, Nacala Corridor.
Butter Beans		\$-	\$255,800	0%	We had limited information upon which to set this target.
TOTAL		\$408,251.49	\$25,294,053	1.6%	
Volume of sales (collected at farm level) (in Tons)					
Soybean		142	11,624	1%	The soybean volume of sales was low for this 1st quarter
Sesame		8	2,817	0.28%	Yields were low this quarter.
Groundnut		15	1,990	1%	Groundnuts yiel was low
Cashew		686	19,725	3%	Target was not achieved .
Mango		0	368	0%	Due to the production area burned causing loss of 90% of the 12 ha planted, other Producer decided to radically prune fruit trees on about 30 ha of mango planted. Thus, no contribution on this indicator.

	FY 2013				
INDICATORS DISAGGREGATION	AND	Oct-Dec	Targets FY2013	% Target to Date	FY 13 Explanation
Pineapple dom.		1	0		No target was set for sales of pineapples in the domestic market.
Banana		0	240	0%	
Pigeon peas		1	620	0.16%	
Cow peas		1	903	0.11%	Target was not achieved.
Butter Beans		0	552	0%	We had limited information upon which to set this target.
# of enterprises receiving business development services					
Total # of enterprises		2,734	4,790	57%	Beira corridor: In total 61 new clubs were registered in Barué, Mossurize and Dombe FOSCs. 2 input supplies received assistance (Izequiel Gomes and Phoenix) Nacala Corridor: The number of companies receiving business development services remains the same as last quarter. However, 72 new producer's organizations received assistance from the project to produce soybean, sesame, groundnut and cowpea values chains.
EF Total (new & cont.)		1	454	0.22%	
New		0	12	0%	
Continuing		1	442	0.23%	
FA (FA w/i FOSC) Total (new & cont.)		2,718	4303	63%	
New		133	52	256%	
Continuing		2,585	4,251	61%	
Processors Total (new & cont.)		7	14	50%	
New		1	2	50%	
Continuing		6	12	50%	
Input suppliers Total (new & cont.)		8	19	42%	
New		3	3	100%	
Continuing		5	16	31%	
Value Agricultural loans					
Total Value Agricultural loans		\$450,500	3,239,616	14%	Over all targets not achieved 100%. In Beira Corridor about 131 farmers from which 37 are women received loans. those farmers belonging to
Backed by DCA		\$21,241	1,393,552	2%	

	FY 2013				
INDICATORS DISAGGREGATION	AND	Oct-Dec	Targets FY2013	% Target to Date	FY 13 Explanation
Male loan recipient		\$19,241	996,449	2%	Culima Cuacanaca, Batane Phaza, Siwama associations and ASC AGPdM.In Nacala corridor the loans was to buy peanuts and sesame from associations of producers and to process crops and acquisition of inputs
Female loan recipient		\$2,000	397,103	1%	
Not backed by DCA		\$429,259	1,846,064	23%	
Male loan recipient		\$420,672	1,240,066	34%	
Female loan recipient		\$8,587	605,998	1%	
# of public-private partnerships formed as a result of AgriFUTURO assistance					
Total PPPs (excluding public)		1	4	25%	
ASC		0	1	0%	
FOSC		1	0		
GDA w/Private Co		0	0		
Financial: DCA		0	1		
Financial: non-DCA		0	2	0%	
Public Org		0	3	0%	
# of hectares under improved technologies or management practices as a result of USG assistance					
# hectares improve tech					
Total # of ha improve. Seeds (new & cont.)		29,509	29,826	99%	The expansion of area using improved seeds is a result of availability of seeds in a credit basis.
Male & female new		10,389	6,468	161%	
Male & female Contin.		19,120	44,382	43%	
Male Total		20,197	35,565	57%	
New		7,213	4,344	166%	
Continuing		12,984	31,221	42%	
Female Total		9,312	15,285	61%	
New		3176	2,124	150%	
Continuing		6,136	13,161	47%	
Total # of ha mechanization (new & cont.)		4,302	6,302	68%	The supply of mechanized services is improving compared to last year. There are more ASC's and FOSC's provide this type of services and the

	FY 2013				
INDICATORS DISAGGREGATION	AND	Oct-Dec	Targets FY2013	% Target to Date	FY 13 Explanation
					Producers have expanded their areas.
Male and female new		2,660	1,746		
Male & female Contin.		4,302	9,172		
Male Total		5,337	8,197		
New		2416	1,313		
Continuing		2,921	6,884		
Female Total		1,625	2,721		
New		244	433		
Continuing		1,381	2,288		
Total # of ha using inoculants		3,266	2,912	112%	This result is due to the massive prevalence of Producers cultivating soybeans and groundnuts using inoculants which resulted in the expansion of areas.
Male and female new		1,061	495		
Male & female Contin.		2,205	3,466		
Male Total		2,456	3,065		
New		911	406		
Continuing		1,545	2,659		
Female Total		810	896		
New		150	89		
Continuing		660	807		
Total # of ha with one or more technology/mgmt practice		32,480	50,800	64%	It is expected that all farmers will use improved seeds and that some of those will use other technologies.
Male and female new		13,360	6,468	207%	
Male and female cont.		19,120	44,382	43%	
Male Total		22,794	35,565	64%	

	FY 2013				
INDICATORS DISAGGREGATION	AND	Oct-Dec	Targets FY2013	% Target to Date	FY 13 Explanation
New		9,810	4,344	226%	
Continuing		12,984	31,221	42%	
Female Total		9,686	15,285	63%	
New		3,550	2,124	167%	
Continuing		6,136	13,161	47%	
# of private enterprises and producers organizations that applied new technologies or management practices					
Total # organizations		3,043	4,770	64%	Beira Corridor: 20 new producers that joined the ASCs and FOSC and additional 28 new clubs (equivalents to association in Nacalla Corridor) have adopted new technologies. Nacala Corridor: there was an entry of new emerging farmers; 54 new producer organizations (associations, cooperatives and forums) applied new technologies in Gurué to produce soybeans, sesame, groundnuts, beans and fruits (pineapple and mango);
EF Total (new & cont.)		362	438	83%	
New		20	18	111%	
Continuing		342	420	81%	
FA (FA w/i FOSC) Total (new & cont.)		2,667	4,303	62%	
New		82	52	158%	
Continuing		2,585	4,251	61%	
Processors Total (new & cont.)		7	10	70%	
New		1	3	33%	
Continuing		6	7	86%	
Input suppliers Total (new & cont.)		7	19	37%	

	FY 2013				
INDICATORS DISAGGREGATION	AND	Oct-Dec	Targets FY2013	% Target to Date	FY 13 Explanation
New		2	3	67%	
Continuing		5	16	31%	
# of farmers and others who have applied new technologies or management practices as a result of USG assistance					
Total applying tech. (new & cont.)		49,365	125,006	39%	The new members in both corridors resulting from good practices that refer to the use of animal drawn, improved seed, sowing in rows, conservation agriculture those members learned from the project and applied in their field.
Male and female new		6,163	9,828	63%	
Male and female cont.		43,202	115,178	38%	
Male Total		34,646	79,473	44%	
New		5,134	6,537	79%	
Continuing		29,512	72,936	40%	
Female Total		14,719	45,533	32%	
New		1,029	3,291	31%	
Continuing		13,690	42,242	32%	
# of members of cooperatives and farmers associations (Feed the Future definition).					
Total Male & Female		0	99,000	0%	We used the FtF definition for this indicator in setting the target and in past reporting, rather than the ATB indicator. The target was exceeded due to expansion in soybean areas in Zambézia Province, new beneficiaries as a result of new areas in Moma (Nampula Province) and additional new groups in partnership with SANA Project
# Males		0	60,500	0%	
# Females			38,500	0%	
# of members of legalized cooperatives and farmers associations (ATB definition)					
Total Male & Female		5,263	33,000	16%	This shows the quarterly numbers using the ATB definition but we do not have a corresponding target. However, for the first three quarters we only show the numbers for Nacala corridor. We will obtain the numbers for Beira and include these in the final version of the data tables.
# Males		4,322	21,000	21%	
# Females		941	12,000	8%	

	FY 2013			
INDICATORS DISAGGREGATION	AND Oct-Dec	Targets FY2013	% Target to Date	FY 13 Explanation
Number of policies, regulations, administrative procedures:				
Analyzed	0	4	0%	See policy table for details.
Presented consult.	0	4	0%	
Presented enactment	0	2	0%	
Approved	0	2	0%	
Implem. begun	0	4	0%	
Gross margins per hectare for emerging farmer crops				
Soybeans		\$560		
Groundnuts		\$440		ainda aguardamos pelo orcamento da dr. Ellen
Sesame		\$195		

ANNEX B: POLICY TABLE (EXCEL FILE)

TABLE 10. POLICY TABLE, OCTOBER – DECEMBER 2012

ANNEX C: TABLES SHOWING STATUS OF GRANTS

TABLE II. GRANTS PERFORMANCE TABLE, OCTOBER TO DECEMBER 2012, FY13

Grantee	Type of grant	ITEM	USD	Status	Corredor
IKURU	Seed Capital	Office Construction and Warehouse Pavement	\$68,225.00	Constr. In progress. The 2 nd tranche was paid on Nov 6/2012 (246.219Mts) Remainign amount to disburse 1.419.004Mts (\$47.300) Constructions are running in same time	Nacala
CORREDOR AGRO/GrainPro	Discretionary Grant	Storage units for grains	\$10,000.00	Payment done on October 05/2012 Equipment to be delivered at the end of January 2013	Nacala
OLINOTU	ASC	Tractor John Deere 5503	\$26,950.00	Delivered on Aug 2012	Nacala
		Tractor John Deere 5303	\$20,900.00	Delivered on Aug 2012	
		Transport	\$5,311.34	Delivered on Aug 2012	
		Chainsaw	\$2,548.01	Delivered on Aug 2012	
		Disc fixed Plough	\$6,590.00	Delivered on Aug 2012	
		Disc Harrow Mechanic	\$5,740.00	Delivered on Aug 2012	
		Row Seeder 9	\$2,900.00	Delivered on Nov 2012	
		Total	\$70,939.35		
CISTER	ASC	Tractor John Deere 5503 (4X4)	\$26,300.00	Delivered on Aug 2012	Nacala
		Tractor John Deere 5303 (4x2)	\$16,500.00	Delivered on Aug 2012	
		Discs (Plough and Hidraulica)	\$20,031.34	Delivered on Set 2012	
		Total	\$62,831.34		
UNILURIO	Seed Capital	Laboratory Construction	\$100,000.00	Paid the first installment of US\$10 000 on Set 2012. Request for payment of second installment (\$33.000) was sent to Home Office, on 01/16/2013. Not received yet	Nacala
GRAMITER	Discretionary Grant	Equipment to calibrate & clean grains	\$10,000.00	Delivered on September 2012 (What is the truth?)	Nacala
NZARA YAPERÁ	ASC	Planters JD 1010 2ROW	\$6,950.00	Delivered Jan 2012	Beira
		Tractor JD 5303	\$16,500.00	Delivered Jan 2012	
		Seed Cleaner	\$30,500.00	Waiting for deliver	
		Warehouse construction	\$39,354.27	In course since October (Last installment for construction paid on 11/22/12 remaining amount 661.151Mts (about \$22.040))	
		Total	\$93,304.27		
AGRO-PECUARIA de MANICA	Seed Capital	Food Processor	\$75,986.60	Delivered, end of December	Beira
ISPM	Seed Capital	Laboratory Equipment	\$100,000.00	Equipment Paid on Nov 28/2012, Should be delivered by Supplier at the end of January 2013	Beira
NJERENJE	Seed Capital	Tractor New Holland	\$37,769.38	Delivered Aug 2012	Beira
		Boomsprayer	\$ 6,405.69	Delivered Sept 2012	
		3 Tyne Ripper	\$ 3,020.00	Delivered Sept 2012	
		Vicon Spreader	\$ 1,000.00	Delivered Sept 2012	
		Disc Ceaser Harrow	\$ 8,820.00	Delivered Sept 2012	
		Planter	\$ 22,242.00	Delivered Oct 2012	
		Total	\$79,257.07		
EVRETZ	Seed Capital	Maize Milling Plant	\$58,389.10	Both Equipment in transit to Beira on 01/21/13	Beira
		Soya Extruder	\$10,000.00		
		Shed Construction	\$16,000.00	Payment to be made by the end of January 2013	
		Total	\$84,389.10		
DENGO	Seed Capital	Construction (roof and paint)	\$50,000.00	Waiting for grantee to finalize phase I (Grantee has to finalize the warehouse structure to post the Roof and paint)	Beira

Source: AgriFUTURO, January 2013.

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